

Zip Code: 22101

Coldwell Banker Georgetown

3000 K Street NW Suite 101
Washington, DC 20007
www.cbmove.com/Georgetown
(202) 333-6100



Price Range: All | Properties: Single Family - TwnHm

Market Profile & Trends Overview

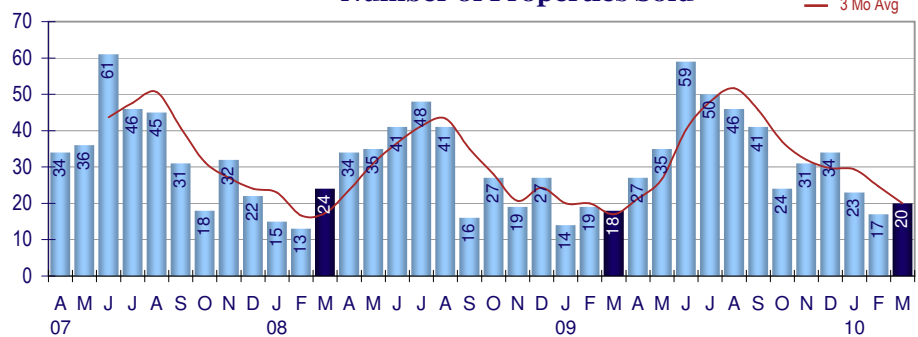
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,544,437	-5%		-3%				
Average List Price of all Current Listings	\$2,228,121	-5%		20%				
March Median Sales Price	\$935,000	11%	7%	4%	14%	\$870,000	18%	6%
March Average Sales Price	\$1,330,250	43%	16%	17%	29%	\$1,185,733	-9%	15%
Total Properties Currently for Sale (Inventory)	112	2%		-52%				
March Number of Properties Sold	20	18%		11%		60	18%	
March Average Days on Market (Solds)	69	21%	1%	-28%	-1%	64	-24%	-9%
Asking Price per Square Foot (based on New Listings)	\$292	-7%	0%	5%	2%	\$294	4%	3%
March Sold Price per Square Foot	\$283	-2%	0%	29%	6%	\$277	7%	4%
March Month's Supply of Inventory	5.6	-13%	-1%	-57%	-22%	5.6	-57%	-21%
March Sale Price vs List Price Ratio	95.8%	2.5%	7.1%	6.3%	6.3%	88.9%	.5%	-1.4%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

March Property sales were 20, up 11.1% from 18 in March of 2009 and 17.6% higher than the 17 sales last month. March 2010 sales were at a mid level compared to March of 2009 and 2008. March YTD sales of 60 are running 17.6% ahead of last year's year-to-date sales of 51.

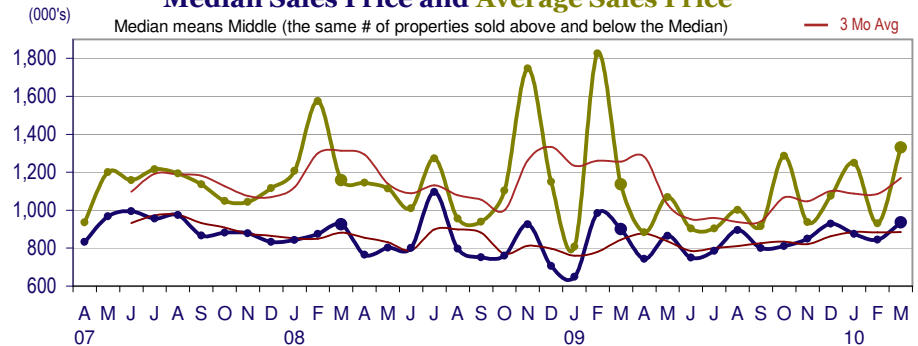
Number of Properties Sold



Prices

The Median Sales Price in March was \$935,000, up 3.9% from \$900,000 in March of 2009 and up 10.7% from \$845,000 last month. The Average Sales Price in March was \$1,330,250, up 17.1% from \$1,136,028 in March of 2009 and up 43.0% from \$930,118 last month. March 2010 ASP was at the highest level compared to March of 2009 and 2008.

Median Sales Price and Average Sales Price

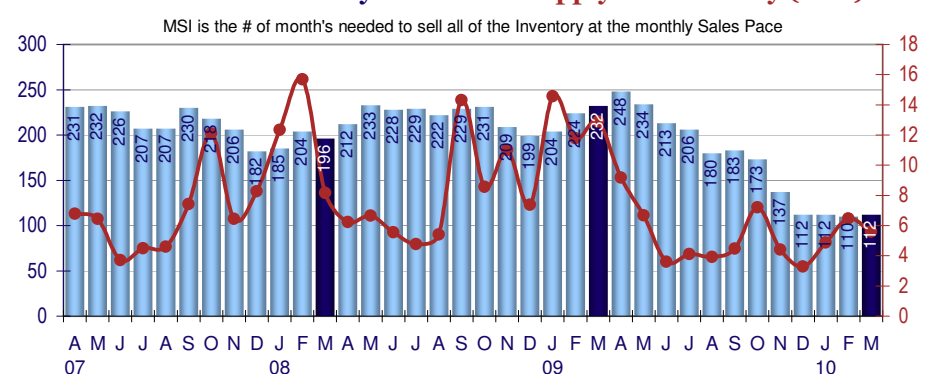


Inventory & MSI

The Total Inventory of Properties available for sale as of March was 112, up 1.8% from 110 last month and down -51.7% from 232 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 5.6 months was at its lowest level compared with March of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



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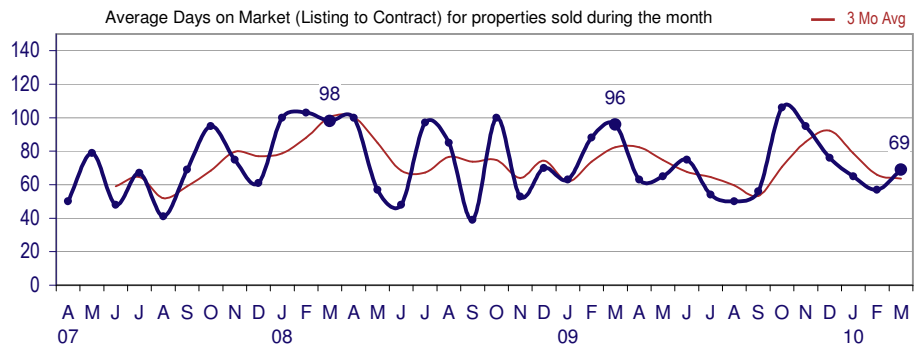


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Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 69, up 21.1% from 57 days last month and down -28.1% from 96 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

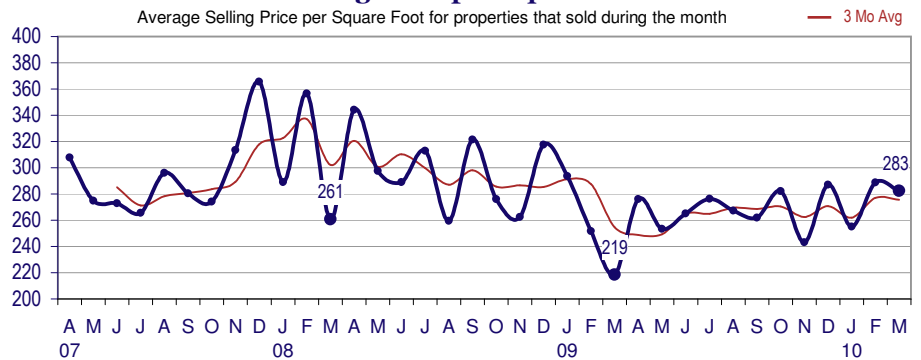
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2010 Selling Price per Square Foot of \$283 was down -2.2% from \$289 last month and up 29.2% from 219 in March of last year.

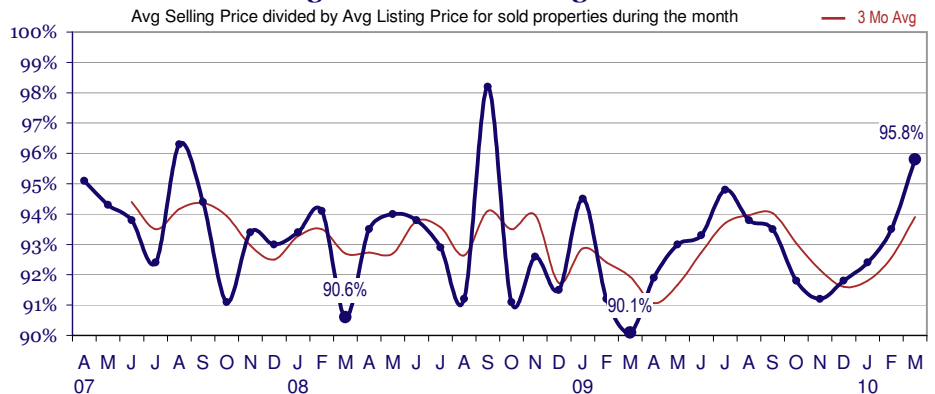
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2010 Selling Price vs Original List Price of 95.8% was up from 93.5% last month and up from 90.1% in March of last year.

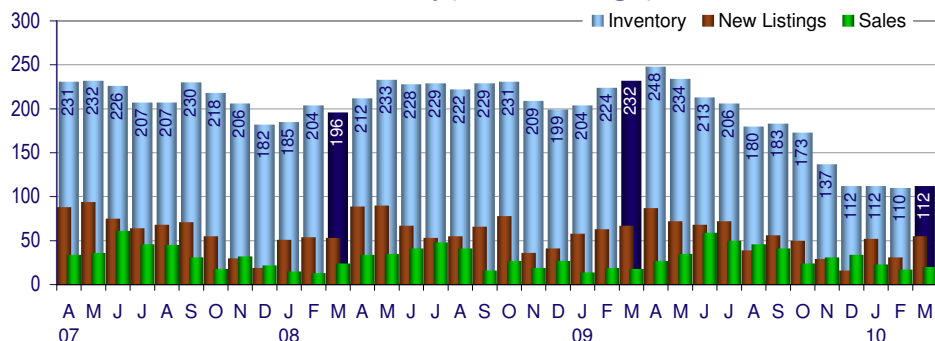
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2010 was 55, up 77.4% from 31 last month and down -17.9% from 67 in March of last year.

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